



RB (C) NY

October 19, 1995

D. P. FITZGERALD  
Area Manager - Operations  
North East Sales Area

P. O. Box 2959  
401 N. Main Street  
Winston-Salem, NC 27102  
910-741-2053

**SENT VIA MAIL & FAX**

Frank Perez

Enclosed you will find the audit results for Bonanza Trading Corporation. I would appreciate you reviewing this information with the account as soon as possible.

Call if you have any questions.

Do

c: Mark Young

enclosure

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# ACCOUNT Bonanza Trading Corporation #6174930

Audit Date(s) September 11-12, 1995

Audit Time Frame 11/1/94 - 7/31/95  
Focus II & Partners

Audit Personnel Joanne Jacovec  
Lynne Peck  
Jason Underwood  
Steve Wohlford

Note: We tested only one month's purchases during the audit period; percentages were reasonable and substantive testing yielded no material exceptions.

Account Contacts Steve Grossberg  
(RJR) Frank Perez

Account Contact Bob Randazzo  
(Customer)

AUDIT FINDING						
Focus II & Partners Aim Results via Account Rptg.				AUDIT CALCULATIONS April Purchases		
RJR Base SOM 11.7%						
Ending SOM 11.9%						
Difference .2%						
Company	Total Ctns. Sold	S.O.M. %	RJR \$	Total Ctns. Sold	S.O.M. %	RJR \$
RJR	812,476	11.9		93,930	11.6	
PM	3,138,807	46.1		359,010	44.2	
BAT	667,707	9.8		77,280	9.5	
LOR	2,051,821	30.1		251,970	31.0	
LM	48,624	.7		4,740	.6	
Others	87,628	1.3		25,365	3.1	
Total	6,807,063			812,295		

Note: The most important criteria with respect to Focus II and Partners is submission of accurate data.

Bonanza Trading Corporation.  
Bronx, NY

Summary Notes

- Bonanza reporting was off on a very minimal basis due to timing of entries. Reporting errors are so small that no impact can be read on any company S.O.M.'s.

RJR Decision on Audit

- Bonanza should continue to strive for 100% accurate reporting and all payments to date from RJR are fully justified (earned by Bonanza).

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